



**ACCOUNTANTS &
AUDITORS INC.**

CHARTERED ACCOUNTANTS (SA)

Opening the door to Financial Intelligence

Vision

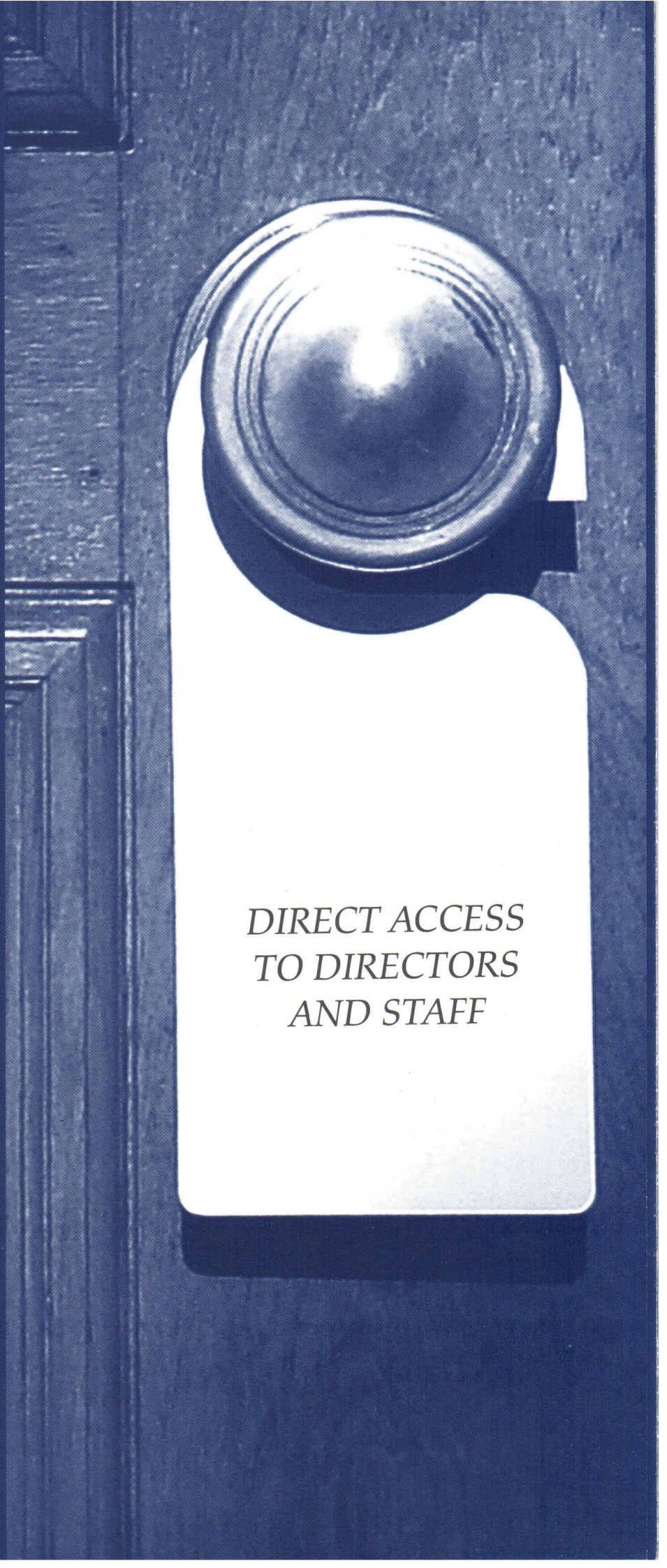
Experience has shown that many companies and individuals with world-class ideas and skills fail to achieve their individual wealth optimisation goals, or even fail in their endeavours, due to a lack of Financial Intelligence.

Financial Intelligence is both the knowledge of the financial results of an enterprise and the financial rules and markets in which it operates and the ability to apply that knowledge to ensure that the enterprise achieves maximum advantage in its wealth creation.

At MD, we strive to ensure that we employ the right people, both directly in our organisation and through our network of partners in the financial services market, and that we remain abreast of all developments in the market through ongoing training and research to open the door to the Financial Intelligence advantage for all our clients.

With this knowledge, we are able to assist you as both your company's and your own individual outsourced Financial Director.

At MD, our core competency is to provide you with the Financial Intelligence that you can leverage across your core competencies to maximise your ultimate goal of wealth maximisation for all your stakeholders.



*DIRECT ACCESS
TO DIRECTORS
AND STAFF*

Key

We are a multi-disciplinary firm of Chartered Accountants offering a variety of related services to our clients. Our aim is to provide objective and professional advisory services to private and corporate clients, with particular regard to financial planning and corporate requirements.

We focus on building relationships with our clients and understanding their requirements. Our success in meeting their exacting needs has made us an integral part of their business as their outsourced financial department and not a necessary overhead.

We understand our clients' need for personal service. We have structured our practice to give our clients the personal attention they deserve, and our team is backed with the professional qualifications and resources to provide a top quality professional service.

Our strategic intent of providing Financial Leadership Through Professional Excellence is the vision by which we measure our service. In every aspect of our business, from the services we offer to the recruitment of our staff, we continue to create an entity best able to deliver on this vision.

*DIRECT ACCESS
TO SERVICES*



Dave Rich, B. Comm CA (SA)

After matriculating from Rondebosch Boys High School in 1981, Dave read for a BComm at the University of Cape Town where he graduated with distinction in financial management in 1985. He continued his studies towards his CTA, during which time he was employed by the University as a part-time lecturer.

He articulated with the Cape Town firm BDO Spencer Steward and passed his qualifying exams on first attempt in 1987. On completion of his articles, he was admitted as a Chartered Accountant (SA) in 1989. Dave then gained further experience through a secondment to the London firm of BDO Binder Hamlyn. On his return to South Africa, he worked for the Cape Town office of the South African Revenue Service.

Subsequently, he was also the Financial Manager for Spar Western Cape, during which period he began consulting to various retailers. In 1997 he decided to concentrate on the provision of consulting services to small and medium entrepreneurs and thus accepted a Directorship with MD.

This experience has ideally equipped Dave within his core focus of consulting on tax issues, business advisory and general consulting services.

He has also served on Audit Committees of Medical Aid societies, provided expert witness testimony in commercial cases and written various articles on his specialised focus of profit maximisation in the voluntary trade/franchise sector.

*Y*ou proceed to walk down the corridors of life - opportunity seeking the hand of the ambitious explorer. With this comes hope and enthusiasm - a new life secure with new beginnings. Opening new doors creates opportunity, walking through them determines the future - the potential of your future unlocked.

Each door opens a new future...

...which door will you choose?



Carl Erasmus, B. Comm (Hons) CA (SA)

Carl matriculated from Parel Vallei High School in 1991. He obtained his B Comm (Hons) and PGDA from the University of Cape Town in 1995, before joining Moores Rowland, Cape Town in 1996 and qualifying as a Chartered Accountant (SA).

While with Moores Rowland, Carl spent three months in the USA gaining experience in various fields.

Carl joined MD in August 2000 as an Audit Manager before being made a Director in January 2001. He specialises in auditing, due diligence audits and cashflow / budget forecasts for clients, with emphasis on rolling budgets based on actual performance to date.

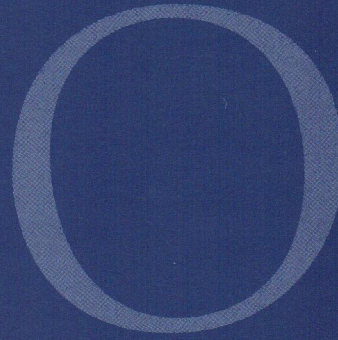


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lexis Sacks, B. Comm CA (SA)

Alexis matriculated from Camps Bay High School and obtained her B Comm PGDA from the University of Cape Town in 1991. She completed her articles with the Cape Town firm BDO Spencer Steward where she qualified as a Chartered Accountant (SA). She managed the audits of several companies and was also responsible for the efficient management of a partner's full client portfolio, thus developing strong technical abilities and expertise in the auditing and consulting fields.

She joined MD in 1996, where she later became a Director. She specialises in tax planning and business consulting services. Alexis prides herself on her availability to clients at all times as well as the trust relationships she has formed with her clients.



ur Staff

We employ a dedicated team of 20 staff members, including two Accounts Managers, an Audit Manager, and a Tax Manager.

Our staff members are encouraged and trained to network with their peers, develop professional contacts and stay abreast of current issues and practices in the industry to deliver on our vision.

Our team of professionally qualified and experienced individuals is a key to the success of our business. We recruit top calibre people who are able to contribute to your total professional service.

We provide them with the necessary technology, tools, training, and personal support to perform at their best. The success of this is evidenced by the current careers of our former staff members and the almost unparalleled success of our candidates in the Final Qualifying Exam.

Providers of
Financial Leadership
through
Professional
Excellence



P rofessional

Auditing

We offer a complete spectrum of statutory auditing services for all companies registered in terms of the Companies Act of 1973, as amended.

These include Attorney's trust funds, Estate Agents trust funds, special purpose audits, due diligence investigations, fraud investigations, internal audits, controls and systems evaluations.

We have niched ourselves in the Retail and Service industries. Our services are complemented by extensive partner and manager involvement and experience in these areas.

Accounting

We provide a full range of accounting services for companies, close corporations and sole proprietors. We prepare and review monthly management accounts for small, medium and large entities including:

- The completion and rendition of monthly statutory returns (VAT, PAYE, UIF, SDL, CMC, OID)
- Cash flow forecasts and budgets
- Budgets, ratio analysis and benchmarking

Human Resources

Due to the changes in the labour legislation, the complex and specialised nature of employing staff, and the increased need for equal employee representation, companies are wary about employing staff.

We offer a comprehensive consultancy service to assist you in all of these areas, including:

- Monthly Payroll
- Company Policy Manuals
- Employment Contracts
- Employee Incentive Schemes
- Salary Structuring
- Employment Equity Compliance

Business Consulting

With the shift to more people starting their own businesses and the ever-real possibility that the venture could fail, we are able to prepare feasibility studies and offer advice and guidance on how to ensure that the venture will succeed. We offer a comprehensive consultancy service to assist you in all of these areas, including:

- Structuring of the business
- Compiling a business plan
- Performing a valuation on the business
- Choosing and forming the appropriate entity
- Computer requirements
- Presenting meaningful management accounts and analysing them against similar operations throughout the initial growth phase of the business
- Offering advice on franchising opportunities
- Assisting in obtaining finance
- Reviewing the applicability of Government Grants

Tax Planning and Administration

Due to the ever changing and increasingly onerous requirements of the Income Tax Legislation, the efficient and effective administration of your tax affairs has become more and more important.

Our tax staff deal with all aspects of taxation, including:

- Personal tax
- Corporate tax
- Employees' tax
- Capital Gains Tax

Estate Planning

Estate planning involves applying the laws of property, trusts, wills, future interests, insurance and taxation to structure your affairs for your maximum benefit and enjoyment, and to ensure that your family is cared for during your lifetime and after your death.

We offer a comprehensive consultancy service to assist you with all these areas, including:

- Identifying your needs
- Drafting of a will
- Forming and administering inter vivos or

- testamentary trusts
- Administering your estate
- Acting as executors or as agents of nominated executors
- Calculating your estate duty liability
- Planning the liquidity of your estate

Company Secretarial

We offer a wide variety of secretarial services, including:

- Preparation and submission of statutory documentation
- Sale of shelf companies, CC's and trusts

Personal Financial Planning

We are able to assist you with compiling personal budgets to achieve your financial goals. At the same time through our tax, insurance, investment and estate planning capabilities, we are able to help you map your financial future, confident in the knowledge that you have a team of committed professionals assisting you.

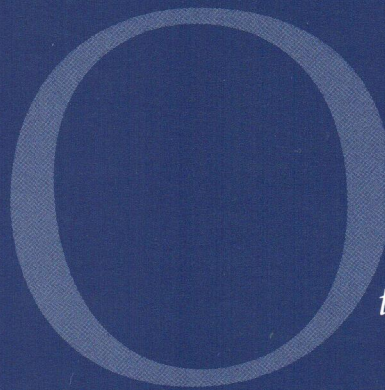
Forensic Consulting

We have direct experience and expertise in the analysis of systems and accounting information, enabling us to analyse and assist you in identifying criminal activity in your organisation. We have undertaken detailed analyses of problems encountered and have successfully appeared as expert witnesses in litigation disputes.

Cash Management

Corporate Treasury

Through our alliance with Personal Trust, we are able to negotiate preferential interest rates on your behalf. We act as an agent between you and Personal Trust to ensure that your funds are administered correctly. We are remunerated directly by Personal Trust for each deposit made so that the rate offered to you, the client, is the net interest rate. Through this facility you are able to earn bulk cash rates on smaller deposits.



ther Services

Employee Benefits

Our alliances enable us to offer you additional services, including:

- Short-term Insurance
- Health-care Consulting
- Retirement Planning
- Business Assurance
- Personal Assurance
- Evaluation and restructuring of insurance portfolios

Investments

Through our alliances with several financial institutions, we are able to assist you with the evaluation and restructuring of your local and foreign investment portfolios to ensure the maximum effectiveness of your investments.

Retail Management Consultants (Pty) Ltd

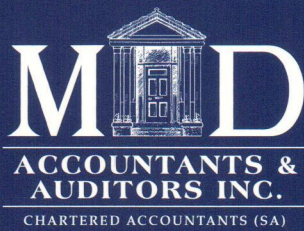
RMC services the Retail and Hospitality Industries at large, with specific focus on the Voluntary Trading and Franchise sectors. The team provides a comprehensive Management Consulting service, specialising in operational systems and financial controls, to ensure that their clients are always able to make critical management decisions timeously, based on accurately provided information. In addition, the company focuses on the formation and establishment of new ventures through the critical first year of trade.

Contact RMC:

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